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USDOC FOR BEWT

E.O. 11652: GDS
TAGS: ETRD, EEWT, GE
SUBJECT: US-GDR TRADE AND ECONOMIC COUNCIL MEETING

REF: BERLIN 2091 (NOTAL)

SUMMARY: AT PLENARY SESSION OF US-GDR AND GDR-US
TRADE AND ECONOMIC COUNCILS MARCH 20, GDR OFFICIALS
ACCENTUATED THE POSITIVE, EXPRESSING SATISFACTION WITH
DEVELOPMENT OF US-GDR BUSINESS RELATIONS AND HOPES
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FOR CONTINUED EXPANSION. SPEAKING ON BEHALF OF GDR
COUNCIL, FOREIGN TRADE STATE SECRETARY BEIL EMPHASIZED
BUSINESS OPPORTUNITIES IN GDR IN CAPITAL GOODS TRADE,
LICENSES, AND COOPERATIVE EFFORTS IN THIRD MARKETS; AND
HE REGRETTED ABSENCE OF MFN FOR GDR EXPORTS. IN
ADDITIONAL REMARKS MADE ON BEHALF OF GDR GOVERNMENT,
HE EXPRESSED INTEREST IN EXPANDED US-GDR RELATIONS

IN ALL FIELDS. IN THE COURSE OF MEETING WITH SED SECRETARY MITTAG, U.S. COUNCIL CHAIRMAN OTTMAR RAISED ISSUE OF CONSULAR CONVENTION. MITTAG DID NOT REPLY. IN TALKING TO EMBASSY OFFICIALS ABOUT COUNCIL MEETING, OTTMAR EXPRESSED VIEW OF SOME U.S. COUNCIL MEMBERS THAT U.S. EXPORT CONTROL AUTHORITIES DO NOT FULLY APPRECIATE CURRENT EASTERN CAPABILITIES. EMBASSY ASSESSES U.S. COUNCIL VISIT AND JOINT MEETING AS USEFUL DEMONSTRATION TO GDR OF U.S. BUSINESS VIEWS AND BUSINESS SUPPORT FOR U.S. POLICY. COUNCIL MEETINGS ALSO DEMONSTRATED THAT HIGH LEVEL VISITS AND EXCHANGE OF VIEWS CAN HAVE A POSITIVE IMPACT IN PROMOTING OVERALL U.S. INTEREST. END SUMMARY.

1. JOINT MEETING OF US-GDR AND GDR-US TRADE AND ECONOMIC COUNCILS IN LEIPZIG AND BERLIN MARCH 17-20 PROVIDED AN OPPORTUNITY FOR EXCHANGES OF VIEWS BETWEEN U.S. COUNCIL MEMBERS AND THEIR EAST GERMAN HOSTS. THERE FOLLOWS A SUMMARY OF THE SUBSTANCE OF THE MORE SIGNIFICANT STATEMENTS, CONVERSATIONS, AND ISSUES WHICH EMERGED IN THE COURSE OF THE VISIT.

2. PLENARY SESSION, MARCH 20. THE MAIN EVENT OF THE PLENARY WAS A PREPARED STATEMENT BY FIRST DEPUTY FOREIGN TRADE MINISTER AND STATE SECRETARY BEIL, CHAIRMAN OF THE GDR-US COUNCIL. BEIL REFERRED IN CONFIDENTIAL

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POSITIVE TERMS TO THE EXPANSION OF CONTACTS BETWEEN U.S. FIRMS AND GDR ENTERPRISES;AND SAID THAT \$360 MILLION IN BUSINESS WITH MEMBER FIRMS OF THE US-GDR COUNCIL HAD BEEN CONTRACTED DURING THE 1978 LEIPZIG SPRING FAIR. HE SAID THE COUNCILS HAD PROVEN THEIR WORTH AND THE CORRECTNESS OF THE DECISION TO SET THEM UP. HE SAID CONTRACTS WILL CONTINUE TO BE AWARDED ON COMPETITIVE CONSIDERATIONS; SOME WILL THUS GO TO OTHER COUNTRIES. BUT THE U.S. SIDE, BEIL SAID, DOES NOT HAVE THE MOST IMPORTANT PROBLEM FACING THE GDR--THE ABSENCE OF A COMMERCIAL AGREEMENT AND MFN FOR GDR EXPORTS. BEIL SAID HE DID NOT WISH TO DWELL ON THE SUBJECT, BUT MERELY TO MENTION IT BECAUSE OF THE U.S. COUNCIL'S INTEREST IN EXPANSION OF TRADE RELATIONS.

3. TURNING TO OPPORTUNITIES FOR U.S. BUSINESS IN THE GDR, BEIL SAID THE GDR HAS PLANS TO CONSTRUCT 180 NEW INDUSTRIAL PLANTS BY 1981-82 OF WHICH 110 WOULD BE IMPORTED, PRIMARILY IN THE FIELDS OF CHEMISTRY, ELECTRICAL ENGINEERING, AND THE "THIRD STAGE" OF METALLURGY. BESIDES THE NEW PLANTS, OLD FACILITIES

WOULD BE RE-EQUIPPED; AND THE FOOD PROCESSING INDUSTRY WOULD BE RECEIVING ATTENTION AS WELL. THE GDR HAS MADE INQUIRIES IN THESE FIELDS IN RECENT WEEKS AND WOULD BE FOLLOWING UP. TRADE IN LICENSES AND KNOW-HOW IS ALSO IMPORTANT. BEIL SAID THE GDR TECHNICAL DAYS IN THREE U.S. CITIES WAS AN EFFORT TO PRESENT SOME GDR TECHNOLOGIES OF POSSIBLE INTEREST. HE SAID THE GDR AS A SMALL COUNTRY MUST CONCENTRATE ITS EFFORTS IN A FEW SELECTED FIELDS, BUT THINKS IT HAS SOMETHING TO OFFER IN A FEW SPECIALIZED AREAS. HE THEN SAID A THIRD AREA OF TRADE ACTIVITY IS SELECTIVE COOPERATIVE EFFORTS IN CERTAIN THIRD MARKETS. BEIL SAID THERE HAVE BEEN

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SOME SUCCESSFUL COOPERATION OF THIS KIND BETWEEN U.S. AND GDR FIRMS IN THE CHEMICAL INDUSTRY; AND THE GDR PLANS TO MAKE SOME ADDITIONAL PROPOSALS IN THE NEXT WEEKS. BEIL EXPLAINED THAT WHAT HE HAD SAID UP TO THAT POINT WAS AN AGREED STATEMENT OF THE GDR COUNCIL.

4. BEIL THEN FOLLOWED WITH A STATEMENT ON BEHALF OF THE GDR GOVERNMENT. HE SAID THE GDR IS INTERESTED IN THE DEVELOPMENT OF POLITICAL, ECONOMIC, SCIENTIFIC, TECHNICAL, AND CULTURAL RELATIONS WITH THE U.S. SECONDLY, ATTACHING IMPORTANCE TO THE DEVELOPMENT OF ECONOMIC RELATIONS, THE GDR CONSIDERS THAT IN DUE COURSE A LONG-TERM
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COMMERCIAL AGREEMENT SHOULD BE CONCLUDED BETWEEN THE U.S. AND THE GDR.

5. SPEAKING FOR THE U.S. COUNCIL, CHAIRMAN OTTMAR HAILED AN INCREASE IN THE QUALITY, IN ADDITION TO THE QUANTITY, OF CONTACTS. HE REFERRED TO THE U.S. COUNCIL'S EFFORTS TO ASSIST WITH THE GDR TECHNICAL DAYS, AND STATED THE U.S. COUNCIL'S WILLINGNESS TO PRODUCE U.S. COMPANIES THAT HAVE FAILED TO RESPOND TO GDR TRADE INQUIRIES. HE STRESSED THE NEED FOR CONTINUITY AND PATIENCE IN MARKET DEVELOPMENT EFFORTS; AND CALLED ON THE GDR BETTER TO EXPLAIN TO NEW-TO-MARKET FIRMS THE ROLE OF GDR REPRESENTATIVE AGENCIES LIKE TRANSINTER, AND THE MECHANICS OF COMPENSATION DEALS. OTTMAR TERMED MFN/EXIM ISSUES BEYOND THE CONTROL OF THE U.S. COUNCIL, BUT SAID COUNCIL MEMBERS UNDERSTAND THE GDR POSITION AND ARE GIVING THE U.S. GOVERNMENT THEIR VIEWS ON THOSE QUESTIONS AS WELL AS THAT OF A COMMERCIAL AGREEMENT. ON MEMBERSHIP, OTTMAR SAID THE U.S. COUNCIL INTENDS TO EXAMINE THE QUESTION OF EXPANDING IN LIGHT OF ITS OBJECTIVE TO REMAIN RELATIVELY SMALL, ENLARGING AS COMMERCIAL RELATIONS EXPAND, AND PROBABLY RETAINING A SMALL BOARD OF DIRECTORS AS MEMBERSHIP INCREASES. OTTMAR CONCLUDED BY SAYING THAT A PROPOSAL TO HOLD THE NEXT JOINT SESSION IN SAN FRANCISCO IN APRIL 1979 WAS UNDER STUDY.

6. BY MUTUAL AGREEMENT, REPORTS ON JOINT SUBCOMMITTEE SESSIONS WERE DELIVERED BY THE HOSTS, THE GDR SUBCOMMITTEE CHAIRMEN. DIRECTOR GENERAL NITZSCHE OF CHEMIE EXPORT-IMPORT SAID U.S. AND GDR TRADE SUBCOMMITTEES HAD AGREED THAT PROGRESS HAD BEEN MADE SINCE FIRST MEETING IN JUNE 1977 AND CONTRACTS HAD BEEN SIGNED. HE SAID THE U.S. SIDE WOULD EXAMINE THE QUESTION OF EXPANDING THE MEMBERSHIP OF ITS SUBCOMMITTEE; AND IT WAS
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AGREED TO EXAMINE A PROPOSAL TO BEGIN NEGOTIATIONS ON AN ARRANGEMENT TO PROVIDE FOR DISPUTE ARBITRATION WITHOUT RESORT TO LEGAL PROCEEDINGS. THE SUBCOMMITTEES ALSO

DECIDED TO STUDY NEW TRADE PROMOTION VEHICLES, SUCH AS WORKSHOPS. U.S. SUBCOMMITTEE CHAIRMAN (TENDLER OF PHILLIP BROTHERS) THANKED NITZSCHE FOR HIS REPORT AND SAID THE U.S. SUBCOMMITTEE WOULD TRY TO BE HELPFUL BY INTERVENING WITH U.S. COMPANIES WHICH FAILED TO REPLY TO GDR TRADE INQUIRIES.

7. SPEAKING FOR THE SCIENCE AND TECHNOLOGY SUBCOMMITTEES, FROHN OF PETROLCHEMISCHES KOMBINAT SCHWEDT SAID S&T PRIORITIES FOR 1978-79 HAD BEEN DISCUSSED AND IT HAD BEEN AGREED THAT THE PREREQUISITES EXIST FOR INCREASED S&T COOPERATION. A COMPREHENSIVE PROTOCOL LISTING FIELDS FOR S&T COOPERATION WAS SIGNED COVERING FIVE TOPICS IN CHEMICAL INDUSTRY, EIGHT TOPICS IN ELECTRICAL ENGINEERING/ELECTRONICS, NINE TOPICS IN COAL AND ENERGY. THIS SUBCOMMITTEE'S REPORT WAS ONE OF MOST COMPREHENSIVE AND U.S. REPS IN PRIVATE CONVERSATIONS WITH THE EMBASSY SHOWED CONSIDERABLE INTEREST IN COOPERATION BETWEEN THE GDR AND THE U.S. IN S&T. (COPIES BEING POUCHED TO EUR/CE AND BEWT.)

8. REPORTING ON THE WORK OF THE SUBCOMMITTEES ON FINANCE, AUSSENHANDELSBANK PRESIDENT POLZE SAID THE SUBCOMMITTEES HAD DISCUSSED CHANGES CURRENTLY UNDER CONSIDERATION IN U.S. LENDING LIMIT REGULATIONS, AND HAD COME TO THE CONCLUSION THAT NONE OF THE PROPOSED CHANGES WOULD PRESENT IMPEDIMENTS TO US-GDR BANKING TRANSACTIONS. POLZE THEN TURNED TO THE ISSUE OF THE ABSENCE OF EXIM TERMS FOR GDR PURCHASES OF CAPITAL EQUIPMENT, SAYING THAT AMERICAN COMMERCIAL LENDERS WERE UNABLE TO OFFER THE FIXED RATES AND LONGER

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MATURITIES AVAILABLE FROM OTHER COUNTRIES, TO THE DETRIMENT OF U.S. EXPORT PROMOTION EFFORTS. THE U.S. SUBCOMMITTEE CHAIRMAN, GREER OF CHASE MANHATTAN, MADE NO COMMENT ON POLZE'S PRESENTATION.

9. MEETING WITH MITTAG. SELECTED MEMBERS OF THE U.S. COUNCIL MET WITH SED ECONOMIC SECRETARY AND POLITBURO MEMBER MITTAG ON MARCH 20, ON WHICH OTTMAR BRIEFED THE AMBASSADOR SHOTLY AFTERWARDS. ACCOMPANYING MITTAG AT THE MEETING WERE BEIL, MINISTER OF MACHINE TOOLS RUDI GEORGI, SCHWEDT DIRECTOR GENERAL FROHN, AND FOREIGN TRADE MINISTRY DIRECTOR GENERAL KIRSTEN. THE AMERICAN GROUP CONSISTED OF OTTMAR; STANDARD OIL (INDIANA)
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VICE PRESIDENT JOHN E. KASCH; UNION BANK VICE CHAIRMAN WARNER HEINEMAN; CHASE VICE PRESIDENT PETER GREER; AND PHILLIP BROTHERS PRESIDENT DAVID TENDLER.

10. OTTMAR SAID THE MEETING WITH MITTAG WAS GENERAL IN CHARACTER, AND THAT MITTAG WAS SOMEWHAT RESERVED AND NONCOMMITTAL. OTTMAR SAID HE HAD CONFERRED WITH BEIL BEFORE THE MEETING ABOUT THE ADVISABILITY OF RAISING WITH MITTAG THE QUESTION OF THE US-GDR CONSULAR CONVENTION. ACCORDING TO OTTMAR, BEIL DID NOT ADVISE AGAINST DOING SO; AND AT THE END OF HIS MEETING WITH MITTAG, OTTMAR GAVE HIM HIS VIEW THAT THE CONCLUSION OF A CONSULAR CONVENTION WOULD IMPROVE THE ATMOSPHERE FOR AN EXPANSION OF BILATERAL ECONOMIC TIES. OTTMAR SAID MITTAG RECEIVED THE PRESENTATION IMPASSIVELY AND DID NOT RESPOND. WHILE TENDLER CHARACTERIZED MITTAG'S REACTION AS COOL, OTTMAR SAID HE THOUGHT THE EFFECT OF HIS PRESENTATION HAD BEEN POSITIVE. LATER BEIL TOLD OTTMAR THAT THE CONSULAR CONVENTION PRESENTATION HAD BEEN HELPFUL AND THAT HE EXPECTED THE QUESTION WOULD ARISE IN THE COURSE OF A HIGH-LEVEL INTERNAL DISCUSSION IN WHICH HE WOULD SHORTLY BE PARTICIPATING.

11. EXPORT CONTROL. OTTMAR REFERRED TO THE U.S. COUNCIL'S TOUR OF THE CARL ZEISS JENA STAND AT LEIPZIG (ON WHICH EMBOFF ACCOMPANIED) AND THE QUESTIONS IT POSED, IN OTTMAR'S VIEW, IN RESPECT TO U.S. STRATEGIC TRADE CONTROLS. OTTMAR GAVE HIS OPINION, WHICH HE SAID WAS SHARED BY SCHMIDT OF CONTROL DATA AND OTHERS, THAT U.S. EXPORT CONTROL AUTHORITIES ARE NOT ASSESSING REALISTICALLY EASTERN CAPABILITIES, AS FOR EXAMPLE IN MICROELECTRONICS. DURING U.S. CONFIDENTIAL

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COUNCIL'S VISIT TO CARL ZEISS, THE U.S. GROUP WAS SHOWN EQUIPMENT FOR PRODUCTION OF MASKS FOR MANUFACTURING MICROCIRCUITS CONTAINING 300,000-600,000 FUNCTIONS, WITH AN IMMEDIATE GOAL OF 1 MILLION FUNCTIONS. OTTMAR SAID HE ASKED CARL ZEISS JENA CHIEF WOLFGANG BIERMANN HOW HE ASSESSED HIS FIRM'S CAPABILITIES. BIERMANN REPLIED THAT HE THOUGHT CARL ZEISS' MICRO-LITHOGRAPHIC EQUIPMENT (FOR PRODUCTION OF MICROELECTRONIC RESIST MASKS) WAS MATCHED ONLY BY EQUIPMENT PRODUCED BY DAVID MANN. (NAME OF FIRM AS WE UNDERSTOOD IT FROM OTTMAR. EMBASSY UNABLE TO VERIFY INDEPENDENTLY.)

12. OTHER TOPICS ON WHICH OTTMAR TOUCHED IN HIS DISCUSSION WITH EMBASSY OFFICERS INCLUDED THE LIKELIHOOD OF HIS SEEING BEIL IN THE U.S. DURING THE LATTER'S VISIT TO PARTICIPATE IN THE GDR TECHNICAL DAYS PROGRAM IN NEW YORK AND LOS ANGELES, MAY 9-12, AND OTTMAR'S HOPES TO INCREASE CONTACTS BETWEEN THE U.S. COUNCIL AND THE CONGRESS, ESPECIALLY WITH COMMITTEES CRITICAL TO THE DEVELOPMENT OF US-GDR RELATIONS.

13. COMMENT: AS REPORTED REFTTEL, THE EMBASSY CONSIDERS THAT THE VISIT OF HIS GROUP OF HIGH-LEVEL AMERICANS WAS USEFUL IN EXPOSING GDR DECISION MAKERS TO U.S. THINKING, AND IN DEMONSTRATING TO GDR THE SUPPORT WHICH EXISTS IN THE U.S. BUSINESS COMMUNITY FOR U.S. POLICY OBJECTIVES. WE BELIEVE THE U.S. GROUP TOOK SERIOUSLY QUESTIONS OF THE OVERALL DEVELOPMENT OF BILATERAL RELATIONS AS PRESENTED IN BRIEFINGS BY EMBASSY AND IN DEPARTMENT, INCLUDING THE CONSULAR CONVENTION, CLAIMS, AND HUMAN RIGHTS; AND MADE A USEFUL CONTRIBUTION TOWARD ACHIEVEMENT OF U.S. OBJECTIVES IN THESE AREAS. THE VISIT, IN ADDITION, CONTRIBUTED TO FORMATION OF VIEWS AMONG AMERICAN PARTICIPANTS, AS FOR EXAMPLE ON POSSIBLE

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ECONOMIC AND TECHNOLOGICAL BENEFITS TO THE UNITED STATES
OF CLOSER RELATIONSHIP WITH GDR, WHICH WE EXPECT SOME
WILL BE ATTEMPTING TO PRESENT TO THE CONGRESS AND
FOREIGN AFFAIRS OPINION LEADERS IN THE UNITED STATES.
END COMMENT. BOLEN

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